



## Former Quest Software, Microsoft Executive Frank Vella Joins Virtustream Team as Chief Operating Officer in North America

**San Francisco — November 7, 2011**—[Virtustream, Inc.](#), a leading cloud solutions provider, today announced that Frank Vella has joined the [executive team](#) as chief operating officer, North America. Vella, who brings 25 years of experience working with global technology companies to the role, will oversee Virtustream’s business operations in the Americas as the company expands its services and product lines.

Vella joins Virtustream from Quest Software, where he most recently served as global vice president of Sales, Identity and Windows Management. Vella was responsible for the global go-to-market direction of Quest’s Identity Management, Active Directory, Exchange and SharePoint offerings, which included acquisition planning and integration, sales structure and compensation. He also previously oversaw the company’s EMEA operations as vice president for Quest’s Central Europe, Scandinavia, France, Belgium, Netherlands and Luxembourg regions.

Prior to Quest, Vella spent ten years with Microsoft, serving as managing director/general manager of the Financial Services Group where he organized sales, services and industry solutions teams with specialty focus on capital markets, banking and insurance clients. For Microsoft, Vella forged a new path into the financial services industry. He successfully established a significant market presence, displacing some long-standing competitors, and met aggressive growth benchmarks during his tenure.

“Frank Vella is an accomplished business leader who has been recognized for achieving high levels of operational performance,” said [Rodney Rogers](#), chairman and CEO of Virtustream. “We’re very excited to welcome him to the Virtustream executive team as we’re confident that his expertise in scaling complex technology businesses will be instrumental as we expand and evolve to meet the demand for our innovative cloud computing software and services.”

Over the past year, Virtustream has experienced tremendous momentum in North America and globally. The company opened [three U.S. offices](#) to meet demand for Virtustream xStream cloud services as more companies come to understand the value that cloud computing can deliver. Virtustream xStream increases operational efficiency and ROI, delivering greater financial results through its patent-pending [Infrastructure Unit \(IU\)](#) architecture.

### About Virtustream

Virtustream ([www.virtustream.com](http://www.virtustream.com)) is an innovative cloud provisioning firm committed to delivering next-generation infrastructure services to enterprise class customers. We leverage our secure high performance platform, xStream, to deliver highly available and elastic compute resources at true

consumption-based pricing. We lead our Cloud Platform Services with [Cloud Advisory Services](#), providing expertise in the areas of cloud adoption, migration and architecture strategies and infrastructure-related integration services. We provide ongoing support for our [Cloud Platform Services](#) through two groups: our [Cloud Cover](#) team provides a managed service, from core infrastructure through enterprise applications and the [Cloud Staging and Networks](#) group that provides colocation, security and network services. Virtustream owns and operates its own data centers in the U.S. and U.K., and has offices in Washington, D.C., New York, San Francisco, Atlanta, London, Dublin and the Channel Islands. Keep tabs on us with Twitter: [www.twitter.com/rjrogers87](http://www.twitter.com/rjrogers87) and [www.twitter.com/Virtustream](http://www.twitter.com/Virtustream).

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